



**Solicitation Information**

January 30<sup>th</sup>, 2004

RFP #: **B03368**

TITLE: **CRANE TRUCK**

Submission Deadline: 10:15 EST, Wednesday, February 25<sup>th</sup>, 2004.

PRE-BID/ PROPOSAL CONFERENCE: No

Date:

Time:

Mandatory:

Location:

Questions concerning this solicitation may be e-mailed to the Division of Purchases at [questions@purchasing.state.ri.us](mailto:questions@purchasing.state.ri.us) no later than 12 PM EST, Friday, February 20<sup>th</sup>, 2004.

Please reference RFP # B03368 on all correspondence. Any questions received will be answered and posted on the Internet as an addendum to this solicitation. It is the responsibility of all interested parties to download this information.

SURETY REQUIRED: No

BOND REQUIRED: No

Jerome D. Moynihan, C.P.M, CPPO  
Administrator of Purchasing Systems

**Bidders must register on-line at the State Purchasing Website at [www.purchasing.ri.gov](http://www.purchasing.ri.gov).**

**NOTE TO BIDDERS:**

Offers received without the entire completed three-page RIVIP Generated Bidder Certification Form attached may result in disqualification.

**THIS PAGE IS NOT A STATE CERTIFICATION FORM**

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## I. OVERVIEW OF RFP PROCESS

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### A. STATEMENT OF PURPOSE

The State of Rhode Island would like to invite your company to respond to this Request For Proposal (RFP) to supply the Department of Transportation with a Crane Truck.

In accordance with the State's General Terms and Conditions, this RFP is being initiated as part of a larger cost reduction initiative to fully leverage Rhode Island's spending and best purchasing practices to institute relationships with vendors that optimize quality, service and pricing to the State. This initiative should also result in more disciplined contract purchasing on the part of all Rhode Island departments, agencies and institutions of higher education, with adherence to the vendors and products selected during the course of this process.

### B. PROPOSAL FORMAT

The Rhode Island Department of Administration (DOA), Division of Purchases, on behalf of the Rhode Island Department of Transportation, is soliciting proposals from qualified firms to provide a Crane Truck under a statewide contract, as described elsewhere herein, and in accordance with the terms of this RFP and the State's General Conditions of Purchase, which is available on the internet at [www.purchasing.ri.gov](http://www.purchasing.ri.gov). This is a Request for Proposal(s) (RFP), not an Invitation for Bid. In addition to price, responses will be evaluated on the basis of the relative merits of the proposal. There will be no public opening and reading responses received pursuant to this RFP, other than to name those Bidders who have submitted proposals.

### C. RFP DEFINITIONS

Whenever the following terms are used in this document, the definitions below should be used for interpretation:

**C.1 "THE STATE" or "RHODE ISLAND":** The State of Rhode Island and Providence Plantations, and all associated departments, agencies and institutions of higher education unless otherwise explicitly listed as included or excluded. The issuing agency, the Department of Administration (DOA), will administer the contract on behalf of all contract users across Rhode Island.

**C.2 "BIDDER":** Any individual, company, or corporation formally submitting a proposal for the products or services being requested, acting directly or through a duly authorized representative.

**C.3 "CONTRACT":** Any written agreement between a bidder and the State for the purchase of a product or service, including any contracts issued at the conclusion of this RFP process.

**C.4 "CONTRACTOR":** Any individual, company, or corporation that has been awarded a contract by the State of Rhode Island following this RFP process.

**C.5 “CONTRACT USERS”:** All State departments, agencies, institutions of higher education, other designated public bodies and other entities (e.g., municipalities and school districts) authorized to utilize State of Rhode Island contract pricing.

**C.6 “PROPOSAL”:** The complete response of the Bidder(s) submitted on the approved forms offering prices and service levels for performing the work or supplying the material or equipment described in the specifications set forth herein.

## **D. SCOPE OF PROPOSAL**

This Request For Proposal(s) (RFP) includes expenditures on a Crane Truck as well as all associated options, and warranties.

## **E. PROCESS FOR EVALUATING PROPOSAL**

Please read through all sections of the RFP carefully and provide the information as requested. Details for preparing your proposal are provided in RFP Section II “Instructions for Responding to This Proposal”. The overall criteria that will be used to evaluate your proposal are as follows:

**E.1 Evaluation Criteria:** The State will commission a Category Evaluation Team composed of Rhode Island purchasing agents and, where applicable, a selection of key category end-users from across Rhode Island government bodies that will review and score all proposals using the following criteria:

<b>Element</b>	<b>Weighting (out of 100 points)</b>
Pricing – Vehicle Acquisition Cost	80 points
Additional Discounts and Rebates	10 points
Technical Proposal	5 points
Experience in serving state government clients	5 points

If determined in writing by the Chief Purchasing Officer that it is in the best interest of the State, this Request for Proposal(s) may be cancelled or all offers rejected, and all submitted Bidder proposals may be rejected. [Rhode Island Purchasing Law 37-2-23].

**E.2 Selection:** The Category Evaluation Team will present written findings, including the results of all evaluations and negotiations, to the Chief Procurement Officer, who will make the final selection for this requirement.

Notwithstanding the above, in accordance with the State’s General Terms and Conditions the State reserves the right to accept or reject any proposal, to award on the basis of cost alone, to conduct additional negotiations, and to act in the best interest of taxpayers and end users.

**E.3 Award:** This RFP will result in one contract covering the Crane Truck needs of the State for the period of time designated in this RFP and/or established as the result of final negotiations with one or more successful Bidders. Additional orders placed after this contract will pay no greater amount than contract specified pricing.

One or more contracts will be issued, incorporating all agreed contract pricing, terms and conditions.

## **F. RFP PROCESS, TIMING AND CHECKLIST OF KEY DATES**

Proposals will be opened on **February 25<sup>th</sup>, 2004 at 10:15AM EST.**

Any additional information pertaining to this RFP or changes in the timeline may be posted on an as-needed basis. It is the responsibility of the Bidder to regularly review the RIVIP website, [www.purchasing.ri.gov](http://www.purchasing.ri.gov), to check for any additional postings.

**It is strongly suggested that the vendor mark this RFP on the RIVIP Vendor Watchlist for ease of monitoring critical information and amendments. Assistance in using this RIVIP feature can be obtained by reviewing the online tutorials available under the Vendor Center Section or by contacting the RIVIP Help Desk at (401) 222-2141 x134.**

## **G. SUBMITTING QUESTIONS**

To assure that Bidders can submit the best offers, a question and answer period has been scheduled to provide Bidders with the opportunity to obtain clarification or additional necessary information about the RFP content.

All questions about this RFP must be submitted in writing, as an MS Word attachment via e-mail to [questions@purchasing.state.ri.us](mailto:questions@purchasing.state.ri.us).

Questions should reference, where applicable, the specific section of the RFP by its numerical reference and its associated page number.

All questions will be answered in writing publicly as an addendum to the RFP. Both the questions and the answers will be included in the addendum.

## **H. TERMS AND CONDITIONS GOVERNING RESPONSES TO THIS RFP**

**H.1 Completeness and Adherence to RFP Instructions:** Potential Bidders are advised to review all sections of this RFP carefully and to follow instructions completely, as failure to offer a complete submission as described elsewhere herein may result in rejection of the proposal and disqualification of the Bidder from further participation.

**H.2 Deadline, Format and Location of Proposal Submission:** Proposals misdirected to other State locations or which are otherwise not present in the Division of Purchases at the time of opening for any cause will be determined to be late and will not be considered. Proposals FAXED to the Division of Purchases WILL NOT BE CONSIDERED.

**H.3 Incurred Expenses:** The State of Rhode Island is not responsible for expenses incurred by the Bidder to develop and submit a Proposal. Any costs incurred from site visits for discussions or negotiations are also entirely the responsibility of the Bidder, unless otherwise specified herein.

**H.4 Ownership and Syndication of Proposals:** Bidders are advised that all materials submitted in response to this RFP will be considered public records, as defined in Title 38 Chapter 2 of the Rhode Island General Laws, without exception, and will be released for public inspection immediately upon request, once an award has been made.

**H.5 Duration and Availability of Pricing:** Proposals are considered to be irrevocable for a period of not less than one hundred and twenty (120) days following the opening date, and may not be withdrawn, except with the express written permission of the State Purchasing Agent. All pricing submitted will be considered to be firm and fixed unless otherwise indicated herein.

**H.6 Supersede Agreement:** If Rhode Island accepts a Bidder's proposal and enters into a contract, the selected Bidder will hereby agree to offer Rhode Island the option to terminate, with thirty (30) days notice and without penalty, all or a portion of any existing agreements between the Bidder and Rhode Island. The option to terminate with thirty (30) days notice shall be at the sole discretion of Rhode Island.

**H.7 Joint Ventures:** Joint ventures will be considered, with the understanding that only one Contractor will assume responsibility for all aspects of the work. The joint venture should be clearly indicated in the Bidder's proposal, and complete details of the activities, procedures, financial responsibilities, and other related items should be clearly disclosed within the proposal.

**H.8 Statement of Non-Commitment:** This RFP is not a commitment to contract with any party.

**H.9 Statement of Non-Exclusivity:** Pursuant to the State's right to issue multiple awards, no contract arising from this RFP shall have an exclusivity clause.

**H.10 Termination Clause:** Any contract arising from this RFP process may contain the stipulation that the contract may be terminated at the discretion of the State with sixty (60) days written notice.

**H.11 Availability of Funds:** This RFP process is expected to result in one or more multi-year contracts. Per Rhode Island State Law [37-2-33], contract obligations beyond the current fiscal year are subject to availability of funds. Continuation of the contract beyond the initial fiscal year will be at the discretion of the State.

**H.12 Ability to Contract with Rhode Island:** Any contract issued as a result of this RFP shall incorporate the provisions of this RFP, the RIVIP-generated Cover Sheet and the offer submitted by the Bidder (as negotiated). In addition, in accordance with Rhode Island General Law 37-2-13(e), the State's Purchasing Rules and Regulations, including the State's General Terms and Conditions, are "incorporated by operation of law in all state contracts" (available on RIVIP under General Information, Rules and Regulations.) Any special terms or conditions, which would prevent a Bidder from entering into a contract with the State must be identified as such and must be submitted with the proposal.

**H.13 Governing Law of Any Contract Arising from this RFP:** The laws of the State of Rhode Island shall govern all questions as to the execution, nature, obligation, instruction, validity and performance of this RFP and any contract arising from this process and the Rhode Island Superior Court shall have sole jurisdiction to interpret and enforce the terms of this contract and any dispute regarding the same.

**H.14 Misrepresentation:** In the event that a Bidder intentionally and falsely represents any information provided by that Bidder to the State, the State has the right to disqualify that Bidder's proposal. In the event it is determined that a Contractor intentionally and falsely represented any information provided to the State either during proposal, award, negotiation or contracting process, the State has the right to terminate the contract without prior notice and the Contractor shall be liable for all expenses incurred by the State for such termination or any action against the State, any of its Departments, officers, agents and/or employees by another individual resulting from the misrepresentation.

**H.15 Indemnification:** The successful Bidder agrees to indemnify and hold harmless and defend the State and its Departments, officers, agents and/or employees from and against, without limitation, any and all liabilities, claims, damages, penalties, forfeitures, suits, sanctions, settlements and judgments, including, without limitation, all reasonable investigative fees, costs of defense, cost of suit, and reasonable attorney's fees which the State, its Departments and/or their officers, agents and/or employees may hereinafter incur, become responsible for or pay out as a result of a settlement, judgment, order, award or otherwise arising out of death or personal injury to any person, destruction or damage to any property and/or any violation of governmental laws, regulations, orders or to the extent caused by the successful Bidder's negligence or the successful Bidder's failure to perform its obligations in accordance with the terms of the contract and/or the successful Bidder's approved proposal. The successful Bidder will provide to the State prompt written notice of such claims, information and reasonable assistance, and sole authority, at the successful Bidder's sole cost and expense to defend or settle any of the above types of claims made against the State, its Departments, their officers, agents and/or employees relating to the successful proposal or to the performance of the same.

**H.16 Non-Assignment:** The services to be performed by the contractor shall not be assigned, sublet or transferred except as expressly allowed by the contract, without prior written approval of the Chief Purchasing Officer or his/her designee, nor shall the contractor assign any monies due under any contract entered into with the State pursuant to these specifications, without prior written approval by the Chief Purchasing Officer or his/her designee.

**H.17 Original/Alternate Response:** Each vendor is limited to one (1) original response and one (1) alternate response. Each response, and each specification submitted, must be clearly marked “original” or “alternate”. Each response must include the certification cover form, bid proposal form with original bid and detailed manufacturer’s specifications, in duplicate, for all individual components of the requirement. Each specification must be marked “original” or “alternate” as applicable.

Any submission of offers not complying with the above may be rejected.



## II. INSTRUCTIONS FOR RESPONDING TO THIS PROPOSAL

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### A. INTRODUCTION AND OVERVIEW

To be considered fully completed response to this RFP, all offers must include the following in the proposal:

- 1) **Procedural Forms**
- 2) **Technical Proposal**
- 3) **Cost Proposal**

The requirements of each of these are explained in greater detail in the following sections.

### B. VENDOR ONLINE REGISTRATION

Prior to submitting a response to this RFP, Bidders must register online at the State Purchasing website at [www.purchasing.ri.gov/quick.asp](http://www.purchasing.ri.gov/quick.asp).

### C. PROCEDURAL FORMS REQUIRED FOR PROPOSALS

The following forms are required as part of a response to this RFP:

**C.1 RIVIP Generated Bidder Certification Form:** A copy of this is downloadable from the Division of Purchases website ([www.purchasing.ri.gov](http://www.purchasing.ri.gov)). Call 401-222-2142, ext. 134 if RIVIP technical assistance is needed. Offers received without the entire completed three-page RIVIP Generated Bidder Certification Form attached may result in disqualification.

**C.2 W-9 Taxpayer ID Form:** A copy of this form is downloadable from the Division of Purchases website [www.purchasing.ri.gov](http://www.purchasing.ri.gov). Bidder should call 401-222-2142, ext. 134 if RIVIP technical assistance is needed. Offers received without the entire completed W-9 form may result in disqualification.

**C.3 Non-Collusion Statement:** Bidders must certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements in connection with their proposal, and that they have not conferred regarding this with any public employee having official responsibility for this procurement. A copy of the Non-Collusion Statement can be found in Section V of this RFP and should be signed and submitted with the proposal. Offers received without the entire completed Non-Collusion Statement attached may result in disqualification.

## **D. TECHNICAL PROPOSAL**

The purpose of the Technical Proposal, at a high level, is the following:

- 1) To provide a Bidder with a set of Rhode Island service level requirements for a Crane Truck, and allow a Bidder to indicate which of these service levels the Bidder can meet, which it can exceed, and which it would require proposing an alternative for, and what that alternative would be.
- 2) To provide a Bidder with a set of critical questions or requests for information necessary for Rhode Island to assess a Bidder's competitive capability to effectively serve the State. *These questions/requests are indicated in italics to differentiate them from Rhode Island service level requirements.*

The specific service levels and questions included in the technical proposal are included in **"SECTION III: TECHNICAL PROPOSAL REQUIREMENTS"** of this RFP.

Please provide responses to all of the questions within the Technical Proposal. Responses to each component of the Technical Proposal (A.1-A.11) should be answered. Responses should clearly reference the question being addressed by indicating the specific question number and question title being answered (example "A.1 Minimum Standards" or "A.4 Delivery").

Submission of incomplete responses may result in your proposal being considered non-responsive. Please do not deviate from the structure established by this RFP. Additional information that the Bidder believes would be useful in the evaluation process must be submitted as separate, clearly labeled attachments.

## **E. COST PROPOSAL**

The Cost Proposal provides the framework for a Bidder to submit a pricing proposal for those products and services included in this RFP. The cost proposal provides the following:

- 1) Additional terms and conditions of any contract resulting from this RFP that may impact price (in addition to those service level requirements articulated in the Technical Proposal)
- 2) An Exhibit Grid containing Crane Truck specifications that have been established by Rhode Island based on its historic requirements against which a Bidder can propose pricing
- 3) Pricing Grids containing the proposed price for the Crane Truck and for additional incentives, discounts, and rebates

Submission of incomplete responses may result in your proposal being considered non-responsive. Please do not deviate from the structure established by this RFP. Additional information that the Bidder believes would be useful in the evaluation process must be submitted as separate, clearly labeled attachments.

## **F. SUBMITTING COMPLETED PROPOSALS TO RHODE ISLAND**

Participating Bidders should submit a completed proposal in the following format:

- Three (3) hard-copy print-outs (1 original marked “Original” and 2 copies) of the complete set of responses to this proposal, including:
  - Procedural forms with an original signature in ink,
  - Response to the Technical Proposal,
  - Response to the Cost Proposal,
  - Crane Truck Specification Documentation
- Provide proposals in sealed envelopes or cartons with the Bidder’s name, address, the RFP number, and date and time of opening on the outside of the envelope or carton.
- The original copy should have ‘Original’ designated on the sealed envelope or carton.

**Proposals must be received on or before the deadline at by 3:00PM EST on February 25<sup>th</sup>, 2004:**

**By Courier:**

RI Department of Administration  
Division of Purchases, 2nd floor  
One Capitol Hill  
Providence, RI 02908-5855

**By Mail:**

R.I. Department of Administration  
Division of Purchases  
P.O. Box 6528  
Providence, RI 02940-6528

**NOTE:**

- **Proposals received after the above-referenced due date and time will not be considered.**
- **Proposals misdirected to other State locations or which are otherwise not presented in the Division of Purchases by the scheduled due date and time will be determined to be late and will not be considered. The official time clock for this RFP is located in the reception area of the Division of Purchases, Second Floor, One Capitol Hill, Providence, Rhode Island.**
- **Proposals faxed to the Division of Purchases will not be considered.**

### III. TECHNICAL PROPOSAL REQUIREMENTS

Below is a list of service level requirements for any contract related to purchasing a Crane Trucks, as well as questions that pertain to the State of Rhode Island's criteria for selecting a vendor. Please provide responses to all of the questions below. Responses to each component of the Technical Proposal (A.1-A.11) should be answered to indicate which service levels the Bidder can meet, which it can exceed, which service level would require an alternative proposal, and what that alternative would be. Responses should clearly reference the question being addressed by indicating the specific question number and question title being answered (example "A.1 Minimum Standards" or "A.4 Delivery").

**A.1 Minimum Standards:** The complete Crane Truck shall conform to all applicable federal, state, and local laws in effect at time of delivery. The specifications attached (Exhibit 1 – Crane Truck Specification) shall be considered and applied as minimum requirements. Certified, proven, or demonstrated performance may exceed these specifications. *Please indicate your company's ability to provide this level of service.*

**A.2 Appropriateness For Intended Use:** The bidder shall certify and warrant that all major components offered are compatible with each other, and are approved for the application for all intended uses. The bidder acknowledges that the State will rely upon the expertise, skill, and judgment of the bidder in offering and furnishing suitable equipment, which will perform satisfactory for all intended uses. *Please indicate your company's ability to provide this level of service.*

**A.3 Model Year/Parts and Fluids Availability Requirements:** The manufacturer shall supply the latest model, except as modified herein. The Crane and Truck, including all necessary equipment and attachments shall be furnished and delivered new, complete, and ready for use. All parts not specifically mentioned, but which are necessary to make this a complete unit for all intended uses, shall be supplied and installed by the vendor, even though such work or material is not specifically outlined. All parts installation shall conform in strength, quality of material, and workmanship to the best practice known to the industry. *Please indicate your company's ability to provide this level of service.*

**A.4 Delivery:**

**MAXIMUM: 180 DAYS FROM PURCHASE ORDER DATE OF ISSUANCE PROVISION OF**  
**MANUALS**

The Crane Truck shall be delivered to the Rhode Island Department of Transportation, Maintenance Division, 360 Lincoln Avenue, Warwick, Rhode Island, no later than one hundred-eighty (180) days from the date the purchase order is issued. The successful vendor, by accepting the purchase order for the truck, declares that there is mutual agreement with the Division of Maintenance that the delivery date commitment is an essential condition of the award.

The following manuals must be delivered to the DOT Maintenance Division at the same time (or prior to) the delivery of the truck:

DESCRIPTION	Quantity
Complete shop service manuals for all components and accessories	2
Parts Manuals	2
Operator's Manuals	2

*Please indicate your company's ability to provide this level of service.*

**A.5 RFP Documentation, Requirements, Exceptions, and Specifications:** The RFP price shall be a firm and complete price for the trucks specified, deliver in full compliance with all terms described.

The bidder shall submit the detailed specifications, circulars, and other data necessary to describe all equipment and to demonstrate conformance with these specifications by the required date and time of the bid opening. The State of Rhode Island reserves the right request any additional information deemed necessary for proper evaluation of RFPs. If the proposed truck offered differs from the specifications, such differences shall be fully disclosed and explained in detail; bid will receive consideration only if deviations are deemed consistent with the intent of these specifications and are in the best interest of the State of Rhode Island.

*Please indicate your company's ability to provide this level of service.*

**A.6 Inspection/Acceptance:** Upon delivery and throughout training, the truck will be inspected and evaluated to determine if it meets all terms referenced the specifications provided in the RFP exhibit (Exhibit 1 Crane Truck Specifications). Any exceptions shall give cause for non-acceptance. *Please indicate your company's ability to provide this level of service.*

**A.7 Training:** The successful bidder shall provide the services of qualified factory technicians for a period of one full sate working day to train state personnel in proper equipment operation, preventative maintenance, and review the proper usage of parts and service manuals along with VHS tape(s) for servicing and operation of the truck, crane, and their accessories. *Please indicate your company's ability to provide this level of service.*

**A.8 Arrangements For Payment:** Invoice for payment will be accepted from the successful bidder only when delivery of all items and terms referenced in these specifications are complete, including training, full inspection has occurred and written documentation of acceptance is received by the Maintenance Division Business Office from the Equipment Unit. Established procedures will then be initiated to arrange proper payment. *Please indicate your company's ability to provide this level of service.*

**A.9 Customer Service:** The Contractor(s) shall provide a single, local point of contact and a backup to handle questions and resolve problems that arise. At least one Customer Service Representative and one backup should be available during Contractor's operating hours. Representatives should be available by phone, fax, or email (local or toll free number preferred). *Please indicate your company's ability to provide this level of service, and any other services you provide as a standard.*

**A.10 Minority and Women's Business Enterprises, and Disability Business Enterprises:**

As a progressive, socially responsible government organization, Rhode Island has an established and on-going commitment to providing equal opportunity to minority, women and disability owned businesses (MWDOB) to contract as a Bidder for Rhode Island's purchased goods and services. Rhode Island's target goal is to source 10% of its purchased goods and services from MWDOB.

All MWDOB Bidders must be certified by the State Minority Office. For further information about Rhode Island's requirements to qualify as a MWDOB, please contact the MWDOB Officer at (401) 222-6253.

*Please indicate if your company is a minority owned, women owned, or disability owned business.*

**A.11 Other Information:** *Please use this form as an opportunity to provide any additional information that you would like Rhode Island to review in evaluating your company's proposal.*

## IV. COST PROPOSAL REQUIREMENTS

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### A. TERMS AND CONDITIONS GOVERNING PRICING

In addition to the service level requirements indicated in Section III, the following terms and conditions should apply to all pricing provided, and will be the basis under which any pricing proposed is assumed to be valid when selecting a Bidder and generating a contract resulting from this RFP process:

**A.1 Term of Pricing:** Pricing for purchased Crane Trucks and maintenance agreements will remain fixed and firm for the duration of the contract.

**A.2 Pricing will Reflect the DELIVERED Price:** All items will be priced inclusive of any delivery charges. Size of order and/or delivery location will have no impact on pricing.

The Crane Trucks must be delivered within < **180** > working days after an order has been placed. If, on occasion, this cannot be achieved the Contractor must provide a temporary loaner to the Agency location.

**A.3 Taxes:** All pricing proposed will be exclusive of any taxes charged to Rhode Island. Sales to the State of Rhode Island are normally exempt from State sales tax. State sales and use tax certificates of exemption will be issued upon request. Deliveries against this contract will be free of Federal excise and transportation taxes. Contractor is subject to all Federal, State and Local taxes, as applicable.

**A.4 Term of Contract:** Rhode Island is looking to establish a contract with the initial term of **1 year**, and with potential additional extensions. Rhode Island is willing to entertain a longer contract duration, but all unit pricing should be based upon this contract duration.

**A.5 Additional Charges:** No service fees or additional costs not covered in this RFP will be invoiced to the State by the Contractor during the term of this agreement

### B. INTRODUCTION TO PRICING GRIDS

This section provides detail on how a Bidder should respond to the Cost Proposal requirements of this RFP. Rhode Island has provided two pages (Pricing Grid 1 – Base Pricing and Pricing Grid 2 – Discounts/Rebates) for use in providing all required pricing in response to this RFP.

Bidder must provide the company name in the “Bidder Name” section for each pricing grid. Information is to be entered in the blank shaded areas only. Do not attempt to fill or change information located in any non-shaded cells.

### C. EXHIBIT 1 – CRANE TRUCK SPECIFICATIONS

The State of Rhode Island has established specifications for a Crane Truck in this RFP. Please use these specifications as the basis for your offer in the Pricing Grid 1 – Crane Truck Pricing. Bidders must return specifications with bid proposal and indicate compliance or exception to each specification.

Please indicate by entering Yes or No whether you can comply with each specification line item. If you cannot, specify your proposed alternative.

#### **D. PRICING GRID 1 – CRANE TRUCK PRICING, REBATES/DISCOUNTS**

Please complete the blank shaded cells with your proposed pricing for the Crane Truck, based on the specifications in Exhibit 1 – Crane Truck Specifications.

#### **E. PRICING GRID 2 - REBATES/DISCOUNTS**

The State of Rhode Island is requesting Bidders to submit the following discounts and rebates in Pricing Grid 2. All discounts and rebates are cumulative.

- 1) **Volume Discount – Total Order:** Discount based on the total spend that is associated with one purchase order. For example, if Rhode Island orders \$200,000 of Crane Trucks, regardless of the configurations and options, on one purchase order, an x% discount on the total order would be applied.
- 2) **Option Discount:** Discount based on the value of options ordered for a Crane Truck. For example, if \$2,000 of options were bought for a particular vehicle, an x% discount will be applied to the total option purchase. If \$4,000 of options were bought for a particular vehicle, a y% discount will be applied to the total option purchase.
- 3) **Prompt Pay Rebate:** Payment terms for the State of Rhode Island will be net 30 days. If payment is accelerated, what additional rebates off the entire invoice will you provide? Specifically, what percent will you provide for net 20-day payments, and net 10-day payments?
- 4) **Time of Year Production Discount:** Discount based on manufacturer incentives to hit certain production cycles. For example, if the manufacturer offers x% incentive for order between January and February, the State of Rhode Island expects this incentive to be passed through to the Contract User and taken as an additional discount off the order.



**TITLE:** Crane Trucks**OPENING DATE:** 10:15 AM EST, February 25<sup>th</sup>, 2004**NON-COLLUSION STATEMENT**

**This is to certify that the undersigned Bidder(s) has neither directly nor indirectly, entered into any agreement, participated in any collusion or otherwise taken any action in restraint of free competitive bidding in connection with this proposal submitted this date to the Division of Purchasing.**

It is agreed by the undersigned Bidder(s) that the signed delivery of this proposal represents the Bidder(s)'s acceptance of the terms and conditions of this request for proposal including all specifications and special provisions. Signature of the authorized representative **MUST** be of an individual who legally may enter his/her organization into a formal contract with the State of Rhode Island, Department of Administration.

COMPANY NAME \_\_\_\_\_

IS THIS COMPANY: (Please circle) CORPORATION PARTNERSHIP INDIVIDUAL

NAME OF AUTHORIZED REPRESENTATIVE \_\_\_\_\_

SIGNATURE \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY ADDRESS \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_ FAX NUMBER \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

FEDERAL E.I. NUMBER \_\_\_\_\_ RHODE ISLAND LICENSE NUMBER \_\_\_\_\_

Please circle one of the "Yes" or "No" responses below.

COMPANY CLASSIFICATIONS: CERT. NO.	<b>Women</b>	Yes	No	<b>Minority</b>	Yes	No	<b>Disadvantage</b>	Yes	No
	<b>Business</b>			<b>Business</b>			<b>d Business</b>		
	<b>Enterprise</b>			<b>Enterprise</b>			<b>Enterprise</b>		
	<b>(WBE)</b>			<b>(MBE)</b>			<b>(DBE)</b>		

[The above table is for information and statistical use only.]

PURCHASE ORDERS SHOULD BE SENT TO:

COMPANY NAME \_\_\_\_\_ CONTACT \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_ FAX NUMBER \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

**THIS PAGE MUST BE SIGNED, NOTARIZED AND RETURNED FOR YOUR BID TO BE CONSIDERED**

SWORN TO AND SUBSCRIBED BEFORE ME this \_\_\_\_\_ day of \_\_\_\_\_, 20 \_\_\_\_

Notary Public \_\_\_\_\_ My commission expires \_\_\_\_\_

City of \_\_\_\_\_ County of \_\_\_\_\_ State of \_\_\_\_\_

**State of Rhode Island RFP # B03368**  
**Crane Truck RFP**  
**Overview**

Exhibits & Pricing Grids	Content	Response Required
Exhibit 1 - Crane Truck Specifications	Specifications established by the State of Rhode Island for the Crane Truck requested in this RFP. Please complete the blank shaded cells with a "yes" or "no" response, and provide justification where needed.	Yes
Pricing Grid 1 - Crane Truck Pricing	Complete the blank shaded cells with your proposed pricing based on the quantity provided.	Yes
Pricing Grid 2 - Crane Truck Rebates/Discounts	Complete the blank shaded cells with your proposed discounts/rebates.	Yes

**State of Rhode Island RFP # B03368****Crane Truck RFP Exhibit 1****Crane Truck Specifications****Bidder Name:****Submitted By:**

Below are the specifications established by the State of Rhode Island for the Crane Truck requested in this RFP. Please use these specifications as the basis for your offer in the Crane Truck Pricing page. Vendors must return specifications with bid proposal and indicate compliance or exception to each specification.

**Please indicate in the Yes or No Column whether you can comply with each specification line-item. If you cannot, specify your proposed alternative in the last column.**

**CRANE TRUCK**

**INTENT:** These specifications describe a general purpose 4 x 2 truck chassis for a crane installation. The truck is intended for heavy-duty on and off road use.

<b>Specifications</b>	<b>(Yes or No)</b>	<b>If No, Specify Proposed Alternative</b>
<b>CHASSIS</b>		
<b>A. DIMENSIONS</b>		
GVE rating - 46,000 lbs		
Wheelbase - 195 inches		
Cab-to-Axle - 116 inches		
<b>B. FRAMES</b>		
Double frame rails to include full "C" channel reinforcement. Minimum RBM 2,600,000 lbs in.		
Front and rear tow hooks		
<b>C. ENGINE - DIESEL</b>		
300 HP @ 1,950 RPM, 1200 lbs ft. torque		
The engine shall be equipped with the following: Air intake inside/outside with in-cab control		
Engine block heater - 1,500 watt, 120 volt		
Engine hoses and tubing, silicone		
Exhaust, under frame horizontal mounted muffler with vertical tail pipe and exhaust stack shield		
Fuel water separator. Heated Fuel filter/water separator		

CRANE TRUCK		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>C. ENGINE - DIESEL CONTINUED:</b>		
Engine protection monitoring system, Kysor engine shutdown and alarm system with automatic override, lights, and buzzer monitoring high coolant temperature, low oil pressure and low coolant level in radiator.		
Seven year engine warranty including fuel system and all related electronic engine governing components.		
<b>D. TRANSMISSION</b>		
1. Allison HD4060P Automatic 5-speed		
<b>E. AXLES</b>		
1. Front axle - 18,000 lbs. capacity		
2. Rear axle - 30,000 lbs. capacity dual reduction, 30,000 lbs. capacity with gear ratio suitable for 60-65 mph		
<b>F. SPRINGS</b>		
1. Front spring - 18,000 lbs. Rated		
2. Rear springs - 30,000 lbs. Multileaf		
3. Springs helper		

CRANE TRUCK		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>G. BRAKES</b>		
<b>1. Front Brakes</b> <b>- Rockwell "S" Cam type</b>		
a. Front drums cast inboard		
b. Furnish front brake dust shields		
c. Self-adjusting brakes-Eaton/Haldex automatic slack adjusters or equivalent		
d. All Clevis pins shall be stainless steel and the "S" cam splines shall be coated with NEVER SEIZE and be the 10-spline type if available		
<b>2. Rear Brakes - Rockwell "S" Cam type</b>		
a. Rear drums cast inboard		
b. Furnish rear brake dust shield		
c. Self-adjusting brakes-Eaton/Haldex automatic slack adjusters or equivalent		
d. All Clevis pins shall be stainless steel and the "S" cam splines shall be coated with NEVER SEIZE and be the 10-spline type if available.		
<b>H. TIRES</b>		
1. Front - 385/65R22.5 18 ply		
2. Rear - 315/80R22.5 20 ply		
<b>I. WHEELS</b>		
1. Front - cast spoke 12.25 x 22.5		
2. Rear - cast spoke 9.0 x 22.5		
3. One (1) spare rim with tire mounted to match the front tires shall be furnished with each vehicle.		
4. Two (2) spare rims with tires mounted to match rear tires shall be furnished with each vehicle.		

CRANE TRUCK		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>J. ELECTRICAL SYSTEM</b>		
1. Twelve-volt negative ground electrical system consisting of the following components:		
a. Alternator shall be 130 amp capacity		
b. Four maintenance free batteries - 3I-625CCA threaded stud types		
c. Betts sealed wiring with weather tight junction boxes. PVC pipe routed inside chassis frame rails for body wiring. All wiring shall be soldered and sealed (no Scotch lock connectors).		
e. A wiring schematic shall be supplied illustrating the wiring system.		
<b>K. FUEL SYSTEM</b>		
1. 100 Gallon fuel capacity. Steel tank(s).		
<b>L. CAB</b>		
1. Conventional Cab (welded steel galvanized shell) to include rust preventative procedures.		
2. Glass-safety tinted windshield, side, and rear windows		
3. Grab handles, stainless steel, RH & LH behind door		
4. Hood and fenders, fiberglass - tiltable with inspection hatches and frame mounted fender-splash shield section		
5. Identification/clearance lights (5)		
6. Low air pressure indicator lights and buzzer		
7. Mirrors-exterior west coast RH & LH bright finish heated with stainless steel arms and brackets.		

CRANE TRUCK		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>L. CAB CONTINUED</b>		
8. Seats		
a. Driver Bostrom (mid-back), air suspension		
b. Rider-extended non-suspension		
9. Interior of cab shall be custom quiet to reduce engine noise and vibration.		
10. One (1) air horn, roof muted		
11. Ventilation		
a. Cab Cowl-LH one-way type		
b. Upper-fresh air inlet for heater		
c. Roof-two way type (all vents screened)		
12. Air-conditioned.		
13. Vinyl seats - gray		
14. AM/FM weather band		
<b>M. FRONT BUMPER:</b> Standard construction type steel bumper		
<b>N. PAINT:</b>		
1. Must be Omaha Orange PP G#69361 or Dupont #31 over proper primer for cab and sheet metal. Chassis and running gear shall be black. Front and rear spoke wheels shall be black, rims gray.		

CRANE TRUCK		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>O. LIGHTS</b>		
1. Safety and rear LED truck lights will be mounted on body according to RIDOT specifications.		
2. All of these lights are to be hooked into a sealed box, Any additional wire needed shall be BSX14BLK polyethylene fourteen (14) gauge primary wire. This system shall be totally sealed.		
3. On the cab shield as far forward as possible, two (2) strobe lights shall be mounted six (6) inches out and eight (8) inches up from cab shield on 2 x 2 x 3/16" tubing. Four oval strobe lights (2 amber, 2 red) shall be embedded in the rear of the bump body. The lighting system shall be Betts and Whelan sealed lighting system or equal.		
4. Work lights shall be provided.		
<b>P. ACCESSORIES</b>		
1. Two wheel chocks per vehicle shall be furnished and mounted for carrying.		
2. Three (3) sets of keys		
3. Fire Extinguisher		
4. Three (3) safety triangles		
5. Reflective tape on two (2) sides and rear of body per federal and state DOT specifications.		
6. No rain cap on exhaust - use 90-degree exhaust tip.		



QMC MODEL 3634C SPECIFICATION		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>GENERAL:</b> Crane with a 36,000 lb. capacity at 10'. The crane shall be compact and maneuverable. Mounted on a single axle chassis, the crane is to be designed for heavy lifting and digging using a clamshell bucket.		
<b>Boom:</b> The 20' to 34', two section boom features full hydraulic extension and retraction. The welded steel box construction shall have replaceable wear pads and bushings. A 10" bore vertical luff cylinder increases load space and capacity at low boom angles. Maximum tip height to be 43.5'. Elevation –3 to 80 degrees.		
<b>Boom Tip:</b> Two sheave boom tips with roller bearings, cable stays, and pad eye for wedge socket provide the ability to reeve from 1 to 4 parts of line without requiring attachment of snatch blocks. Boom tip and load block shall have quick reeve design that does not require removal of wedge socket to change parts of line.		
<b>Rotation Use:</b> A 39" diameter swing bearing to drive planetary gearbox with integral brake. The standard hydraulic and electric rotary swivels provide 360 degree continuous rotation. All components are accessible from the top of the deck for ease of maintenance.		
<b>Controls:</b> Outrigger controls shall operate from the ground on both sides at the rear. Boom controls to be at the operators cab. All controls are fully proportional.		

QMC MODEL 3634C SPECIFICATION		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>Operators Cab:</b> All steel construction. Include slide back door, tilt open sunroof, 5-way adjustable seat, windshield wiper, dome light fan, multi-function joystick controls, engine on/off, and foot throttle. Joystick type crane controls mounted in the seat armrests. A pull out access platform.		
<b>Hydraulic System:</b> Hydraulic system to include transmission mounted PTO, gear pump, hydraulic reservoir, sight gauge, suction and return filtration. A low oil indicator shall be furnished with an in crane cab audible and light alert.		
<b>Outriggers:</b> Computer optimized outrigger system features 18' spread, out and down type front and rear outriggers. Individual controls for each function.		
<b>Body:</b> A non-skid steel deck with access ladders, steel side rails, headache rack, boom rest, and all DOT required lighting. All components to be pre-painted with epoxy primer and polyurethane topcoat prior to assembly to ensure maximum protection – Omaha Orange PPG60361 or Dupont #31.		
<b>Load Chart:</b> Load chart for crane without requiring a minimum chassis weight or the installation of ballast.		

QMC MODEL 3634C SPECIFICATION		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>Winch and Reeving:</b> Standard winch to have variable speeds, power up and power down, planetary drive with spring applied, hydraulically released brake.		
Maximum base layer line pull: 12,000 lbs. Maximum top layer line speed: 115 ft/min Reeving: Four parts of line standard Rope: 250' – ½" diameter, 6 x 25 FW, IWRC, EIPS Load Block: 15-ton, double sheave with roller bearings, quick reeve type with swivel hook and safety latch		
<b>Overhaul Ball:</b> An overhaul ball shall be provided for use with a single part line for use during clamshell operations. The capacity shall be five (5) tons. The ball shall be stowed on the truck body when not in use.		

QMC MODEL 3634C SPECIFICATION		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
<b>Hydraulic Tool Circuit:</b> A hydraulic tool circuit shall be furnished on the crane boom for operation of hydraulic clamshell buckets. The circuit to consist of 5/8" diameter dual hydraulic hose with quick disconnect fittings on a boom mounted hose reel. The tool circuit shall be designed to be consistent with bucket operating requirements for flow and pressure.		
<b>Clamshell Bucket:</b> One (1) 1,900 lb. (minimum) weight hydraulic open and close 3/8" steel yard clamshell bucket shall be furnished. A bucket carrier shall be provided for storage purposes.		
<b>Orange Peel Bucket:</b> One (1) 265 lb. (minimum) weight hydraulic open and close 15" steel 1.33 cu. ft. orange peel bucket shall be furnished. A bucket storage basket shall be provided.		
<b>Paint:</b> Crane and buckets shall be painted Omaha Orange PPG60361. Body shall be painted black.		
<b>Miscellaneous</b>		
Two Operation and maintenance manuals		
Diesel heater in crane cab		
Air conditioning in crane cab		
Hydraulic oil cooler		
36" toolbox		
Two lights on crane upper		
First five annual OSHA inspections by the authorized dealer		
Complete instruction and training – two, 8-hour training days for operator and mechanic		

State of Rhode Island RFP #B03368  
Crane Truck RFP Pricing Grid 1  
Crane Truck Pricing

Bidder Name

Submitted By

Complete the blank shaded cells below with your proposed pricing based on the quantity provided. Please us Exhibit 1 Crane Truck Specifications for reference on the exact specifications. All vehicles must exactly comply with the specifications and terms and conditions specified in these specifications. Please provide pricing below for these specifications and attach the specifications to your RFP response.

Vehicle Type	Quantity	MSRP for Vehicle (\$)	Dealer Price per Vehicle (\$)	Offered Price per Vehicle (\$)	Total Offered Price(\$)
CRANE TRUCK	1				

**State of Rhode Island RFP # B03368**  
**Crane Truck RFP Pricing Grid 2**  
**Crane Truck Rebates/Discounts**

Bidder Name

Submitted By


Please complete the blank shaded cells below with your proposed discounts/rebates. The discounts and rebates are meant to provide incentives for Rhode Island to funnel volume to your company and to encourage purchasing that capitalizes on production efficiencies. All discounts and rebates are cumulative.

**1. Volume Discount - Total Order**

Discount based on the total spend that is associated with one purchase order. For example, if Rhode Island orders \$200,000 of Crane Trucks, regardless of the configurations and options, on one purchase order, an x% discount on the total order would be applied.

Value of Purchase Order	% Percent Discount on Total Purchase Order
\$0-\$200,000	
Each additional increment of \$200,000 = What additional % rebate?	

**2. Option Discount**

Discount based on the value of options ordered for a Crane Truck. For example, if \$2,000 of options were bought for a particular vehicle, an x% discount will be applied to the total option purchase. If \$4,000 of options were bought for a particular vehicle, a y% discount will be applied to the total option purchase.

\$ Value of Option Ordered	% Percent Discount on Total Option Purchase
\$0-\$2,000	
Each additional increment of \$2,000 = What additional % discount?	

### 3. Prompt Pay Rebate

Payment terms for Rhode Island are typically **30 days**. If payment is accelerated, what additional rebates off the total purchase order will you provide?

Payment Terms	Additional Rebate Off Total Purchase Order (%)
Invoices Paid by 30 days	
Invoices Paid by 20 days	
Invoices Paid by 10 days	

### 4. Time of Year Production Discount

Discount based on manufacturer incentives to hit certain production cycles. For example, if the manufacturer offers x% incentive for orders between January and February, Rhode Island expects this incentive to be passed through to the Contractor and taken as an additional discount off the order.

Time of Year	Percent Discount on Total Purchase Order
January	
February	
March	
April	
May	
June	
July	
August	
September	
October	
November	
December	